



**Purchasing Supply Agreement  
CITY OF AUSTIN  
RECOMMENDATION FOR COUNCIL ACTION**

**AGENDA ITEM NO.: 25  
AGENDA DATE: Thu 08/26/2004  
PAGE: 1 of 4**

**SUBJECT:** Authorize execution of 12-month supply agreements with SUN BELT MEDICAL/EMERGISOURCE, Hilton Head Island, SC, in an amount not to exceed \$185,402, with two 12-month extension options in an amount not to exceed \$185,402 per extension option, for a total agreement amount not to exceed \$556,206; BOUND TREE MEDICAL, LLC, Galloway, OH, in an amount not to exceed \$130,519.95, with two 12-month extension options in an amount not to exceed \$130,519.95 per extension option, for a total agreement amount not to exceed \$391,559.85; EMS\*USA, Shepherdsville, KY, in an amount not to exceed \$118,512.50, with two 12-month extension options in an amount not to exceed \$118,512.50 per extension option, for a total agreement amount not to exceed \$355,537.50; TRI ANIM HEALTH SERVICES, INC., Sylmar, CA, in an amount not to exceed \$89,812.50, with two 12-month extension options in an amount not to exceed \$89,812.50 per extension option, for a total agreement amount not to exceed \$269,437.50; SOUTHERN SAFETY SALES, INC., Austin, TX, in an amount not to exceed \$86,836, with two 12-month extension options in an amount not to exceed \$86,836 per extension option, for a total agreement amount not to exceed \$260,508; and MOORE MEDICAL, New Britain, CT, in an amount not to exceed \$54,546.60, with two 12-month extension options in an amount not to exceed \$54,546.60 per extension option, for a total agreement amount not to exceed \$163,639.80, for medical supplies and medications for the Austin-Travis County Emergency Medical System.

**AMOUNT & SOURCE OF FUNDING:** Funding in the amount of \$50,469 is available in the Fiscal Year 2003-2004 Approved Operating Budget of the Emergency Medical Services Department and \$5,000 is available in the Fiscal Year 2003-2004 Approved Operating Budget of the Austin Fire Department. Funding for the remaining 11-months of the original contract period and extension options is contingent upon available funding in future budgets.

**FISCAL NOTE:** There is no unanticipated fiscal impact. A fiscal note is not required.

**REQUESTING** Purchasing  
**DEPARTMENT:** for Fire; Emergency  
Medical Services;

**DIRECTOR'S  
AUTHORIZATION:** Vickie Schubert

**FOR MORE INFORMATION CONTACT:** Mick Osborne, Senior Buyer/974-2995

**PRIOR COUNCIL ACTION:** N/A

**BOARD AND COMMISSION ACTION:** N/A

**PURCHASING:** Lowest responsive bids of sixteen bids received.

**MBE / WBE:** This contract will be awarded in compliance with Chapter 2-9 of the City Code (Minority-Owned and Women-Owned Business Enterprise Procurement Program). No subcontracting opportunities were identified; therefore, no goals were established for this solicitation.

---

These contracts will provide for medical supplies, soft goods and medications used in pre-hospital patient care by the Austin-Travis County Emergency Medical Services (A/TCEMS) System.  
The A/TCEMS System includes:



**Purchasing Supply Agreement  
CITY OF AUSTIN  
RECOMMENDATION FOR COUNCIL ACTION**

**AGENDA ITEM NO.: 25  
AGENDA DATE: Thu 08/26/2004  
PAGE: 2 of 4**

- The Austin-Travis County Emergency Medical Services Department, which provides Advanced Life Support response and transport and STAR Flight air medical response and transport to the City of Austin and Travis County.
- The Austin Fire Department, which provides Basic Life Support first response to areas inside the City of Austin boundaries.
- The Travis County First Responder organizations, which provide both Basic Life Support and Advanced Life Support first response to areas outside the City of Austin boundaries.

The products included in the medical supply contracts are used daily to treat and stabilize the sick, traumatically injured and other types of patients our A/TCEMS System responds to 24 hours per day, 365 days per year.

Examples of products:

- Medications are used by the Paramedics to treat and stabilize patients that have had or are having a heart attack, heart complications, a stroke, breathing difficulties, a diabetic event or other ailment.
- Soft goods include all of the necessary items to administer the medications, such as breathing and airway management items, spinal immobilization items and bandaging and splint items for lacerations, wounds from violent attacks and bone fractures.
- Medical Supplies would include non-capital diagnostic tools and other necessary items used by all responding agencies. Examples would include blood pressure cuffs, thermometers, laryngoscope blades and handles, glucometers, blankets and sharp containers for used I.V. catheters and needle disposal.

Items were recommended for the low bidder meeting specification by group, sub-group and/or individual item.

MBE/WBE solicited: 4/2

MBE/WBE bid: 0/0



**Purchasing Supply Agreement  
CITY OF AUSTIN  
RECOMMENDATION FOR COUNCIL ACTION**

**AGENDA ITEM NO.: 25  
AGENDA DATE: Thu 08/26/2004  
PAGE: 3 of 4**

**BID TABULATION  
MEDICAL SUPPLIES  
(192 line items)  
IFB No. MO04100116**

<b><u>VENDOR</u></b>	<b><u>TOTAL BID</u> <u>(items bid)</u></b>	<b><u>AWARD AMOUNT</u> <u>(items awarded)</u></b>
<b>SUN BELT MEDICAL/EMERGISOURCE Hilton Head Island, SC</b>	<b>\$185,402.00 (37)</b>	<b>\$185,402.00 (37 items)</b>
<b>BOUND TREE MEDICAL, LLC Galloway, OH</b>	<b>\$827,212.75 (119)</b>	<b>\$130,519.95 (26 items)</b>
<b>EMS*USA Shepherdsville, KY</b>	<b>\$621,693.50 (67)</b>	<b>\$118,512.50 (21 items)</b>
<b>TRI ANIM HEALTH SERVICES Sylmar, CA</b>	<b>\$684,943.40 (112)</b>	<b>\$89,812.50 (10 items)</b>
<b>SOUTHERN SAFETY SALES, INC. Austin, TX</b>	<b>\$282,849.25 (52)</b>	<b>\$86,836.00 (31 items)</b>
<b>MOORE MEDICAL New Britain, CT</b>	<b>\$836,602.95 (86)</b>	<b>\$54,546.60 (6 items)</b>
<b>Estill Medical Technologies, Inc. Dallas, TX</b>	<b>\$20,014.50 (5)</b>	<b>\$20,014.50 (5 items)***</b>
<b>Kentron Healthcare Springfield, TN</b>	<b>\$372,030.35 (59)</b>	<b>\$12,914.35 (7 items)***</b>
<b>ConMed Corporation Utica, NY</b>	<b>\$59,365.00 (7)</b>	<b>\$9,685.00 (3 items)***</b>
<b>Matrx Medical Ballantine, SC</b>	<b>\$819,083.35 (93)</b>	<b>\$8,436.75 (9 items)***</b>
<b>Laerdal Medical Corporation Wappingers Falls, NY</b>	<b>\$1,233,167.50 (12)</b>	<b>n/a</b>
<b>Blue Ridge Medical Gray, TN</b>	<b>\$203,313.50 (36)</b>	<b>n/a</b>



**Purchasing Supply Agreement  
CITY OF AUSTIN  
RECOMMENDATION FOR COUNCIL ACTION**

**AGENDA ITEM NO.: 25  
AGENDA DATE: Thu 08/26/2004  
PAGE: 4 of 4**

<u>VENDOR</u>	<u>TOTAL BID (items bid)</u>	<u>AWARD AMOUNT (items awarded)</u>
Med Supply Partners Atlanta, GA	\$39,732.00 (13)	n/a
Border Healthcare Products, Inc. El Paso, TX	\$20,572.00 (14)	n/a
Henry Schein, Inc. Melville, NY	\$1,906,369.05 (131)	*
Para Scientific Co. Fairless Hills, PA	\$58,582.20 (19)	**

\*Non-responsive. Did not submit required documentation with bid.  
 \*\*Non-responsive. Conditioned its bid with a minimum order quantity.  
 \*\*\* Administrative awards.

**PRICE ANALYSIS**

- a. Adequate competition.
- b. Eighty-eight notices were sent, including four MBEs and two WBEs. Twenty-seven solicitations were issued, including no MBE/WBEs. Sixteen bids were received with no MBE/WBEs responding. Three "No Bids" were received.
- c. The bid pricing reflects an approximate 8.6% increase for common items over the previous contract from April, 2003. This can be attributed to increases from the manufacturers of these products.

**APPROVAL JUSTIFICATION**

- a. Low bids meeting specification.
- b. Emergency Medical Services Department and Austin Fire Department concur with the recommended awards.
- c. Advertised in the Austin American-Statesman and on the internet.